



VA/DoD

**Joint Market Opportunities
and VA's Joint Venture
Working Group**

Mr. Ken Cox

Director, DoD/VA Program Coordination Office
VA/DoD 2007 Joint Venture Conference



VA/DoD Joint Market Opportunities



- Goal
 - Co-locate/Co-manage Selected DoD/VA Facilities Where Demand and Economy of Scale Can Be Optimized
- Objective
 - Maintain or Increase Access
 - Reduce Infrastructure
 - Improve Efficiency
 - Increase Returns to Scale
 - Strengthen Provider Practices and Quality
 - Mitigate Impact of Deployment



VA/DoD Joint Market Opportunities



- Assess DoD/VA Market Areas Based on:
 - Facility Distribution and Proximity
 - Geographic Considerations
 - Capital Investment Planned
 - Existing Relationship
 - Beneficiary Distribution
 - Availability of/or Access to Services
 - Significant Service Area Overlaps and/or
 - Duplication of Services and Efforts



VA/DoD Joint Market Opportunities



- Factors:
 - Impact of Deployments on Current Operations
 - Distribution of Facilities and Services
 - Clinical Capabilities by Service Template
 - Current Inter-Service/Departmental Sharing and Affiliations
 - Current Civilian Sector Affiliations and Sharing Arrangements
 - Workloads and Operating Costs



VA/DoD Joint Market Opportunities



- Factors (continued):
 - Performance against Relevant Utilization Benchmarks (Access, Quality, Costs)
 - Facility Capacity and Current Utilization
 - Other Considerations



VA/DoD Joint Market Opportunities



- In-Place Federal Facilities/Joint Operations
 - North Chicago; Las Vegas; Anchorage; Honolulu; Albuquerque; Key West; El Paso; Fairfield, CA (Travis AFB)
- Existing/Planned/Under Review Co-locations
 - Charleston, SC; Fort Sill, OK; Pensacola, FL; Eglin AFB, FL; Beaufort, SC; Camp Pendleton; Fort Belvoir; Keesler-Biloxi; Denver
- Multi-Service Market Potential
 - Charleston; San Antonio; NCA; Tidewater; Puget Sound; Fort Bragg/Pope; Fort Jackson/Shaw



VA/DoD Joint Market Opportunities



- Near-Term 6-18 Month Assessment for Joint Operation
 - Charleston - VA Medical Center in Large Multi-Service Market. No Inpatient MTF and Dispersed DoD Clinics. May Be USC/VA/DoD Partnership Potential
 - El Paso - Geographically Isolated, Mature Joint Venture with VA Clinic Imbedded in Army Medical Center



VA/DoD Joint Market Opportunities



- Near-Term 6-18 Month Assessment for Joint Operation (continued)
 - Pensacola - New Joint Ambulatory Clinic under Construction Near Naval Hospital
 - Honolulu - Existing Joint Venture. Only Federal Facility in Hawaii. VA Clinic Is Next to Tripler AMC. DoD/VA Collaborate in Pacific Area of Responsibility
- Mid-Term 2-5 Year: All Multi-Service Markets